

The State's real estate needs

For information on design and construction needs, contact:

Patrick Mullen
DMB Design and
Construction Division
(517) 241-2822
BuildMichigan@michigan.gov

Property owners with office or warehouse space to rent may also find opportunities with the State. DMB's Real Estate Division manages nearly 600 leases for property all across Michigan. Landlords provide 7.9 million square feet of space and collect nearly \$105 million in base rent annually.

To begin the leasing process, visit www.state.mi.us/dmb/lessor/lessors.asp to add your name and information to the Interested Proposers List for Real Estate. You also may list any counties where you have property available.

The State's real estate needs are posted at www.michigan.gov/BuyMichiganFirst. In the Current Opportunities section, you will find a link to Real Estate Leasing Requests for Proposals. This link connects you to current requests for proposals as well as specifications and required legal documentation.

To discuss opportunities for leasing, contact:

Teri Martin
DMB Real Estate Division
(517) 335-6877
DMB-RED@michigan.gov



Staff from Procurement Technical Assistance Centers have been active partners in the Governor's Buy Michigan First initiative. Small business owners interested in obtaining government contracts will find resources at the PTAC in their region.

Buy Michigan First

Governor Jennifer M. Granholm understands that strengthening opportunities for small businesses contributes to the State's economic prosperity. Through her Buy Michigan First directive, she puts Michigan-based businesses first, giving them contracting preference in supplying goods and services to State agencies. Her directive charged the Department of Management and Budget with taking this message to the public. Since April 2006, we have told more than 5,000 business owners in dozens of communities about these opportunities.

Now we would like to tell you!



Through partnerships, awareness and education, Buy Michigan First is committed to increasing participation of Michigan businesses in the state bidding process.

DMB spreads the word

After passage of Public Act 91, the Michigan legislation that gave pricing preference to service-disabled veterans, a team of outreach staff attended job fairs, business expositions and other events sponsored by organizations that assist service-disabled veterans. They explained the benefits of the new law and told companies how to compete for contracts. As a result, contracts with companies owned by a disabled individual reached nearly \$2.5 million in 2007, up from \$200,000 the previous year.

To learn more about DMB

DMB strives to provide outstanding service to our vendor partners and offer a welcoming, inclusive and fair process. If you would like additional information about DMB and its services, contact:

Department of Management
and Budget
320 S. Walnut St.
P.O. Box 30026
Lansing, MI 48909
(517) 373-1004
www.michigan.gov/dmb

Goods and Services
Design and Construction
Real Estate
Information Technology



Contracting opportunities for service-disabled veterans



Department of Management
and Budget

www.michigan.gov/BuyMichiganFirst



Public Act 91 of 2005

Contract opportunities for service-disabled veterans

The State of Michigan's portfolio of 1,200 contracts is valued at more than \$18 billion. These contracts supply all State agencies with everything from custodial and construction services to hand soap and computer equipment.

Fortunately, Michigan companies are ready and able to supply these items at very competitive prices. Among these contract holders are service-disabled veterans with their own businesses. Michigan recognizes the importance of helping these owners build their businesses and gives pricing preference to these companies. We think it's a sound practice that builds both business and Michigan's economy.

Contracts for goods and services

The State of Michigan knows it is important to help people with disabilities enhance their employability and build their own businesses. That's why Governor Jennifer M. Granholm and the Legislature enacted a law that establishes additional opportunities for service-disabled veterans.

Public Act 91 offers an all-else-equal preference for businesses owned by qualified disabled veterans and gives a pricing preference of 10 percent of the contract's value. It also sets a goal of awarding 3 percent of total state expenditures for goods, services and construction to qualified disabled veteran-owned companies.

This act, which was signed by the Governor July 20, 2005, went through both legislative chambers quickly, highlighting the deep regard that elected officials have for Michigan veterans.

Michigan uses a competitive-bid process to buy goods and services. Individual agencies have the authority to buy goods and services valued at less than \$25,000. For all other purchases, DMB's Purchasing Operations Division acts on behalf of State agencies, handling every aspect of the bid process.

Together, DMB and the Department of Information Technology purchase almost \$3 billion in information technology equipment annually. DIT's technology ex-

Your first step

perts work with State agencies to identify needs in computer security, database administration, application, development, staffing and various technology needs. Afterward, DMB's purchasing professionals carry out the bidding process.

Before bidding on Michigan contracts, you must register as a vendor at www.michigan.gov/BuyMichiganFirst. Using the links on the left, click on Vendor Information to locate a link to the Online Vendor Registration Web page. After you complete this process, you are ready to research opportunities, write your competitive proposal and submit bids.

At www.michigan.gov/BuyMichiganFirst, you also will find a complete list of contracts as well as "Contracting 101," a brief presentation that explains the registration and bidding process. The Current Opportunities section offers links to active bid requests with details of the contracts and information about requests for proposals.

For more information on supplying products or services to Michigan, contact:

Seleana Samuel
DMB Purchasing
Operations Division
(517) 335-0230
DMB-Outreach@michigan.gov

Consultants in the State's Supplier Diversity Program can provide specific informa-

tion about opportunities for service-disabled veterans. To discuss these programs, contact:

Doug Spade
(517) 335-7819
spaded1@michigan.gov

Mike Clement
(517) 335-6219
clementm@michigan.gov

Design and construction contracts

Each year, the State spends millions of dollars with private contractors for facility design and construction, landscape design, demolition, environmental engineering and renovation. DMB's Design and Construction Division staff help other State agencies, universities and governmental units with their construction needs. Design and construction companies can find a wealth of opportunity to do business with Michigan in locations across the state.

To locate open projects, visit www.michigan.gov/BuyMichiganFirst and scroll to the Current Opportunities section. This section provides links to:

- current advertisements for professional services and construction bids
- bid results
- Web sites of Michigan school districts with postings of their building construction projects